

## Message Text

UNCLASSIFIED

PAGE 01 STATE 239445

17

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/CAGNE/LJENSEN:SIA

APPROVED BY EB/OCA/CM/LAKLIEFORTH

COM/BIC/CAGNE/PBHALE

STATE/NEA/AFN/WWEISLOGEL (SUBS)

NEA/RA/HMONTGOMERY (INFO)

----- 027010

R 072347Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY ALGIERS

UNCLAS STATE 239445

E.O. 11652: N/A

TAGS: BEXP, OTRA, AG

SUBJECT: U.S.-ALGERIA TRADE: VISIT BY DEPUTY ASSISTANT  
SECRETARY FOR INTERNATIONAL COMMERCE/CHARLES W. HOSTLER

REFERENCE: ALGIERS 3044

1. WE ARE DELIGHTED WITH MINISTER OF COMMERCE YAKER'S  
ENCOURAGEMENT OF CLOSER COOPERATION WITH EMBASSY AND USDOC  
WITH COMMON GOAL OF INCREASING U.S. COMPANY ACTIVITY IN  
ALGERIA TO OUR MUTUAL BENEFIT. WE WISH TO BE FORTHCOMING  
TO HIS REQUESTS AND SUGGESTIONS TO EXTENT POSSIBLE.

2. IF EMBASSY CONCURS, COMMERCE'S DEPUTY ASSISTANT  
SECRETARY FOR INTERNATIONAL COMMERCE CHARLES W. HOSTLER  
WILLING SPEND APPROXIMATELY ONE FULL DAY IN ALGIERS  
OCTOBER 21-22 ON HIS RETURN TO U.S. FROM U.S.-TUNISIA  
JOINT COMMISSION MEETINGS, TUNIS, OCTOBER 17-20.  
MR. HOSTLER WOULD BE ACCOMPANIED BY CAGNE COUNTRY SPECIALIST  
FOR NORTH AFRICA, LARON JENSEN. SCHEDULE IS NOT FIXED BUT  
MR. HOSTLER COULD TRAVEL OCT. 21 FROM TUNIS VIA MARSEILLES  
ETA ALGIERS 1115 AND DEPART MORNING OR AFTERNOON OCT. 22.  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 239445

3. MR. HOSTLER WILL LIKELY NOT RPT NOT BE IN POSITION TO COMMIT USDOC TO SPECIFIC NEW PROMOTIONAL PROGRAMS IN ALGERIA DURING HIS VISIT. HOWEVER, VISIT CAN OFFER OCCASION FOR DIALOGUE WITH GOA AND DISCUSSION OF OPTIONS AVAILABLE TO US FOR PROMOTIONS IN ALGERIA. WE WISH STRESS USDOC WILLINGNESS TO BE FORTHCOMING CONCERNING NUMBER AND TYPE OF COMMERCE-SPONSORED TRADE PROMOTIONAL PROGRAMS IN ALGERIA. AT SAME TIME, WE ENVISION FRANK EXCHANGE IN WHICH WE POINT OUT BOTH OUR NORMAL BUDGET CONSTRAINTS AS WELL AS QUESTIONS WE HAVE CONCERNING PARTICIPATION IN ALGIERS FAIR.

4. ONE CONSTRAINT IS FACT THAT USDOC IS UNABLE TO PROMOTE FOREIGN SELLING MISSIONS IN THE U.S. BECAUSE OF OUR MANDATE TO PRIMARILY ASSIST U.S.EXPORTERS.

5. WE CAN DISCUSS POTENTIAL COMMERCE ROLE IN ARRANGING APPOINTMENTS FOR GOA OFFICIALS AND BUYING MISSIONS WHO WISH INVESTIGATE U.S. INDUSTRY IN GENERAL OR SPECIFIC FIRMS WITH VIEW TOWARD DOING BUSINESS WITH U.S. FIRMS, AS WE HAVE OFFERED TO DO FOR GOA COMPUTER CHIEF BOUARFA AND AS WE HAVE DONE TO VARYING EXTENTS WITH PREVIOUS DELEGATIONS FROM SONITEX, SNMC AND DNC-ANP.

6. BACKGROUND FOR COMMATT MEETING WITH DIRECTOR EXTERNAL TRADE (PARA 6 REFTEL): SUGGEST YOU POINT OUT PREVIOUS MISSIONS/SEMINARS IN FIELDS OF TELECOMMUNICATIONS, HOSPITAL/MEDICAL EQUIPMENT, AIRPORT COMMUNICATIONS, MINING, AGRIBUSINESS AS EXEMPLIFYING PAST PROMOTIONAL EFFORTS AND PLANS FOR SEMI-ARID LAND DEVELOPMENT SEMINAR IN MAY 1976 COVERING LARGE-SCALE COMMERCIAL FARMING IN DRY AREAS. DISCUSSION OF ROLE OF MAJOR PROJECTS STAFF WITHIN CAGNE, WHICH INITIATES CONTACT WITH POTENTIAL U.S. BIDDERS ON ALGERIAN TENDERS AND WORKS CLOSELY WITH COMPANIES, PARTICULARLY NEW-TO-MARKET FIRMS, WHEN THEY BID, MAY BE USEFUL AS INDICATION OF WHAT USG DOES TO ENCOURAGE U.S. CONTRACTING IN ALGERIA. ON ALGIERS FAIR, POST IS AWARE OF OUR GENERAL ADMINISTRATIVE CONCERNS WHICH ARE SUMMARIZED IN STATE 268578 DATED DECEMBER 6, 1974. IT MAY BE USEFUL TO POINT OUT THAT USG MAINTAINS UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 239445

NO PERMANENT EXHIBITION FACILITIES IN ANY WORLD FAIR- GROUND; THAT 12 MONTHS AFTER 1973 FAIR SOME U.S. EXHIBITORS STILL HAD NOT CONSUMMATED SALES AGREEMENTS DUE TO DIFFICULTIES OBTAINING IMPORT PERMITS; AND THAT SINCE USG DOES NOT SUBSIDIZE TO ANY GREAT EXTENT U.S. EXHIBITORS IN INTERNATIONAL FAIRS AS DO MANY EUROPEAN COUNTRIES, WE MUST BE ABLE TO PROVE REASONABLE COMMERCIAL PAYOFF TO U.S. EXHIBITORS WHO FOOT MOST OF BILL OF PARTICIPATION.

IN ANY CASE, SEPTEMBER 1976 FAIR IS PROBABLY TOO CLOSE FOR US TO ORGANIZE AN EXHIBITION; FACT THAT IT IS COMBINED WITH SECOND PANAFRICAN AT SAME TIME AND PLACE RAISES AS MANY PRACTICAL CONCERNS AS IT DOES OPPORTUNITIES. DESPITE THESE CONCERNS WE WISH REMAIN OPEN-MINDED AND WELCOME EMBASSY VIEWS ON THE FAIR AND OTHER PROMOTIONS IN ALGERIA.

7. ACTION REQUESTED: PLEASE ADVISE WHETHER MR. HOSTLER SHOULD MAKE PLANS TO VISIT ALGIERS ON DATES SPECIFIED. PLEASE INFO TUNIS, ATTENTION HOSTLER/JENSEN, ALL RELATED MESSAGES WHICH WILL BE RECEIVED IN WASHINGTON AFTER OCTOBER 10. KISSINGER

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 OCT 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975STATE239445  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** SIA  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750348-1158  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19751076/aaaacqln.tel  
**Line Count:** 128  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 ALGIERS 3044  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ElyME  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 29 SEP 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <29 SEP 2003 by MaustMC>; APPROVED <18 FEB 2004 by ElyME>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** U.S.-ALGERIA TRADE: VISIT BY DEPUTY ASSISTANT SECRETARY FOR INTERNATIONAL COMMERCE/CHARLES W. HOSTLER  
**TAGS:** BEXP, OTRA, AG  
**To:** ALGIERS  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006